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MULTILATERAL INVESTMENT FUND

**REGIONAL
(ECUADOR, PERU, URUGUAY)**

**IIRSA PROJECT: PILOT IMPLEMENTATION OF A SIMPLIFIED
POSTAL EXPORT SYSTEM**

(RG-M1094)

DONORS MEMORANDUM

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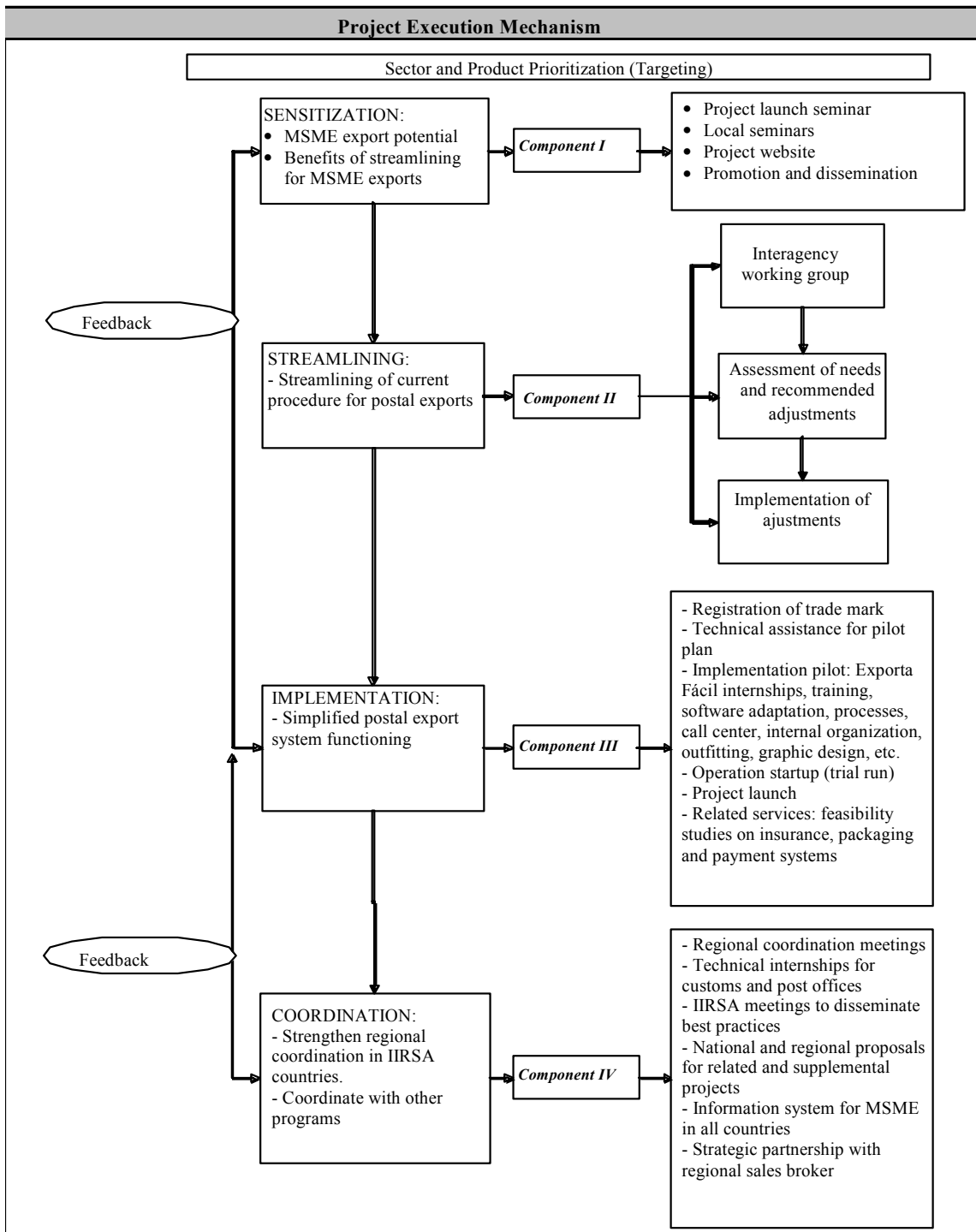
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INFORMATION AVAILABLE IN THE TECHNICAL FILES

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| Document I | Operating Regulations |
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ABBREVIATIONS

| | |
|----------|---|
| CESI | Committee on Environment and Social Impact |
| CITES | Convention on International Trade in Endangered Species of Wild Fauna and Flora |
| CORPEI | Corporación de Promoción de Exportaciones e Inversión [Export and Investment Promotion Corporation] – Ecuador |
| ECT | <i>Empresa Brasileira de Correios e Telégrafos</i> [Brazilian Post and Telegraph Service]- Brazil |
| FOB | Free on Board |
| FONPLATA | Fondo Financiero para el Desarrollo de la Cuenca del Plata [Financial Fund for the Development of the Plata River Basin] |
| IIRSA | Iniciativa para la Integración de la Infraestructura Regional Suramericana [Initiative for Integration of Regional Infrastructure in South America] |
| MSMEs | Micro, small and medium-sized enterprises |
| PCU | Project Coordination Unit |
| PROMPEX | Comisión para la Promoción de Exportaciones [Export Promotion Commission] – Peru |
| PROMPYME | Centro de Promoción de la Pequeña y Mediana Empresa [Center for the Promotion of Small and Medium-sized Enterprises] – Peru |
| SUNAT | Superintendencia Nacional de Administración Tributaria [National Tax Collection Agency] – Peru |
| UPAEP | Unión Postal de las Américas, España y Portugal [Postal Union of the Americas, Spain and Portugal] |



IIRSA PROJECT: PILOT IMPLEMENTATION OF A SIMPLIFIED POSTAL EXPORT SYSTEM (RG-M1094)

I. EXECUTIVE SUMMARY

| | | |
|-------------------------------|--|-----------------------------------|
| Beneficiary countries: | Ecuador, Peru, Uruguay and other IIRSA co-projects ¹ | |
| Executing Agency | Postal Union of the Americas, Spain and Portugal (UPAEP). | |
| Beneficiaries: | The beneficiaries will be MSMEs, customs services, and the postal services in the participating countries, and other public and private organizations involved in exporting. Specifically, 4,000 MSMEs will have access to simplified export services as a result of components I and III; public and private organizations involved in the export process will see their performance improve through components I, II, and IV; and the customs and postal services in the participating countries will implement efficient processes to incorporate MSMEs into the foreign trade sector, through components II and III. | |
| Financing: | Modality: | Nonreimbursable |
| | MIF: ² | US\$1,590,138 (56% ³) |
| | Local: | US\$1,234,370 (44%) |
| | Total: | US\$2,824,508 |
| Objectives: | The goal of the project is to contribute to MSME competitiveness in IIRSA member countries to facilitate their integration into regional and international markets. The purpose is to replicate in each country as part of the IIRSA initiative a simplified MSME postal export system based on the Brazilian experience that is adapted to local conditions. This will be achieved through the following components: (I) awareness-raising in the public and private sectors involved in the model; (II) assessment and simplification of the export process for MSMEs; (III) introduction of a new service by the public postal operator, based on a simplified system of exports through postal services; and (IV) regional coordination. | |

¹ Other IIRSA countries such as Argentina and Bolivia have shown interest in participating in the project; their participation may be finalized during project execution.

² The MIF contribution includes US\$30,000 for the Facilitation of International Trade and Investment Cluster coordination activities, as well as the costs of an ex post evaluation.

³ Excludes cluster activities and ex post evaluation.

| | |
|---|--|
| Execution timetable: | <p>Execution: 42 months</p> <p>Disbursement: 48 months</p> |
| Special contractual conditions: | <p>Condition precedent to the first disbursement of MIF funds: the executing agency must present evidence that it has selected the Regional Coordinator.</p> <p>Special execution condition: for purposes of executing the project, within six months after signing the technical-cooperation agreement, the UPAEP must: (1) receive letters of adhesion from the participating institutions in Ecuador and from a fourth country which may participate in the project (customs, foreign trade, postal services, and the organization representing MSMEs); (2) present evidence that it has selected the National Coordinator; and (3) adopt the project Operating Regulations, as previously agreed with the Bank. UPAEP, as the executing agency, will ensure that each country once it has selected its national coordinator and adopted its Operating Regulations, will be able to participate in the project, implementing its own national project, without having to wait for other countries to join, and so that any delay by another country in fulfilling these conditions will not hold up project activities.</p> |
| Exceptions to [Bank] policies: | None |
| Social and environmental impact: | The Committee on Environment and Social Impact reviewed the project on 6 October 2006, and its recommendations are included in paragraph 8.1. and the Operating Regulations (paragraph 1.9). |
| Coordination with other official financial development institutions: | There are no regional initiatives with a methodology similar to that of the present project, although there are complementary projects in areas such as support for competitiveness and export promotion. These projects were taken into account in the project's design, and coordination activities are included (see Component IV, Annex III and Technical Document VIII). |

II. BACKGROUND

- 2.1 At the first South American Presidential summit in Brasilia in 2000, the heads of State made a commitment to take concrete steps to promote regional integration, giving rise to the Initiative for the Integration of South American Regional Infrastructure (IIRSA), a regional integration infrastructure investment program, with an initial mandate of ten years (2000-2010). In this context, in November 2004, the

Consensual Implementation Agenda was approved in Lima, Peru. This is a joint agenda for 31 high impact physical integration projects in South America that was signed by 12 South American Presidents at the 2004 Cuzco Summit. The present IIRSA Project (Implementation of a Simplified Postal Export System) is one of the regional projects on this agenda.

- 2.2 Micro, small and medium-sized enterprises (MSMEs) from Latin America and the Caribbean have traditionally accounted for a minimal share of world trade, mainly because of its high relative cost for businesses of this kind, and the complex procedures, formalities and requirements entailed. Most enterprises of this kind (primarily micro and small firms) either do not have the specialized structures required for export transactions or are in the early stages of their business development. Many are located far from the main export hubs and routes, or produce small-order, low value goods, all of which makes them more vulnerable and less competitive in terms of traditional export-related opportunities and costs.
- 2.3 As an example of the complexity of the regulatory framework, in **Uruguay**⁴ someone interested in exporting must be registered with four institutions (some of which operate only in Montevideo) and must hire a foreign trade agent and a customs broker and complete at least 15 steps or formalities. In the case of **Ecuador**, according to a Pichincha Chamber of Small Industry study, only 13% of its members export, and amongst the main reasons given for not doing so are ignorance of the export process and complex national and international export formalities and requirements. As to MSME location, in the case of **Peru**, of the US\$44 million in shipments with a unit weight of less than 50 kg⁵ that were exported in 2004, 90% were from Lima and Callao, the main Peruvian export hubs. In the three countries in question, it was confirmed that MSMEs far from urban centers have little possibility of accessing essential export services.
- 2.4 The objective is to expand the Brazilian government's successful experience with the simplified postal export system, whose principal service is marketed under the trade name "Exporta Fácil" by the Brazilian Post and Telegraph Service (ECT), the Brazilian public postal operator⁶. *Exporta Fácil* is a set of ECT services that offer facilities for companies and individuals that want to export their products in the easiest way possible. This is done by authorizing the postal operator, as representative of the exporting company, to register the Simplified Export Declaration (SED), as well as by replacing various forms that were previously

⁴ According to the Study on Export Formalities and Costs in Uruguay - Report prepared by: National Technical Team. See Technical Document XII.

⁵ The main products include textile materials and their manufacturing, machinery and instruments, electrical supplies and parts; sound and image recording or reproduction devices, chemical industry products, fine pearls (natural or cultivated), and precious or semi-precious stones.

⁶ For more information, go to: <http://www.correios.com.br/exportafacil/default.cfm> and <http://www.correios.com.br/exporte/default.cfm>.

required with a single form that is filled out by the exporter and given to the postal operator. It also involves greater flexibility in the customs process. Each package may have a maximum value of US\$20,000 and may weigh up to 30 kg. The exports have automatic free insurance, but optional insurance is also available. This project has increased the competitiveness of MSMEs in Brazil, and this is reflected in increased exports, through streamlined formalities for accessing new markets and **capillarity**, with the presence of the postal operator in even the most remote areas of the country. This has stimulated local social and economic development in the poorest parts of the country, keeping local populations in their natural environment by generating more jobs. Since the project was implemented in mid-2000, Brazilian MSME export sales through the postal export system exceeded US\$154 million per year⁷.

- 2.5 **The additionality and innovation** of this project is determined by the proposed solution of establishing and validating a simplified export model⁸ using postal services in each country. As a pilot experience, and even with its expected replication in other IIRSA member countries, this project may be considered part of the Bank's *Opportunities for the Majority* initiative, by allowing a large number of micro and small-sized enterprises to be integrated into the export sector and to access regional and international markets. Integration into logistical infrastructure and regional cooperation are other added values, since assistance will be provided by Brazilian government officials and their counterparts in other South American countries for the transfer of knowledge about successful worldwide experience with the simplified export model and the "Exporta Fácil" service (Document III ⁹). This will allow the proposed system to be adapted to the exporting country, and facilitate acceptance of the system by the countries receiving these exports. In addition, the project will allow the formation of a regional network of experts specializing in postal exports under the coordination of the UPAEP that will maintain this cooperation format as the project is implemented in the other IIRSA countries.
- 2.6 For the present project, a critical mass of countries that could generate a demonstration effect to be replicated in all IIRSA countries was sought. Based on assessments and preassessments, missions, surveys, and expressions of interest, and taking into account the recommendations of MIF and Brazilian government consultants and UPAEP sector expertise, it was decided to engage Uruguay and Peru to participate fully in the project. In addition, formal commitments were secured from the Ecuadorian authorities and Ecuador will take part in awareness-

⁷ Data on exports using the ECT's "Exporta Fácil" service. It is estimated that the total amount exported through the simplified system is substantially higher, since this is a system that can be used by a private postal operator (couriers).

⁸ A systematic way of making MSMEs in IIRSA member countries more competitive for integration into regional and international markets by adapting a simplified postal export system based on the Brazilian experience.

⁹ Terms of reference for the Cooperation and Technical Assistance project in Brazil to implement the Easy Exporting through Postal Services model.

building activities, assessments and recommendations on regulatory reform, and IIRSA-related regional coordination activities. Lastly, as the operation proceeds, other countries are expected to join in and benefit from this project.

- 2.7 **Relationship with other countries.** There are no initiatives of a regional scope with a methodology similar to the one in the present project, although there is a World Bank-financed experience in Peru to assess regulatory issues, which may affect the operations of the postal operator. In addition, there are other complementary projects in areas such as support for competitiveness and export promotion. These projects have been taken into account in the project design, and coordination activities are included (see Component IV, Annex III and Technical Document VIII). Based on the aforementioned World Bank initiative in Peru, and a preliminary assessment conducted within the IIRSA framework and financed by FONPLATA in Uruguay, these two countries are the furthest ahead in implementing all of the technical assistance provided in this project. Depending on the meetings held in connection with the IIRSA initiative and the formal commitments of its national authorities, Ecuador will participate in awareness-building, assessment and recommendations on reforms to the regulatory framework, as well as in IIRSA-related regional coordination activities. As this project is carried out, these and other countries are expected to benefit from the project outcomes and to replicate it as part of the IIRSA initiative.
- 2.8 The project is consistent with the **Bank strategies** of competitiveness and integration, in that it seeks to improve the ability of MSMEs to access foreign markets, contribute to regional integration, facilitate trade, support the opening up of foreign trade, and strengthen capacities, as well as the MIF guidelines for the **Facilitation of International Trade and Investment** cluster.

III. OBJECTIVES AND COMPONENTS

- 3.1 The **goal** of the project is to contribute to MSME competitiveness in IIRSA member countries to facilitate their integration into regional and international markets. The **purpose** is to replicate in each country as part of the IIRSA initiative a simplified MSME postal export system based on the Brazilian experience that is adapted to local conditions. This will be achieved through the following components.
- 3.2 **Component I: Awareness-building in the public and private sectors involved in the model** (MIF US\$94,500, local contribution US\$81,360). The component includes seminars and workshops in each participating country, a promotion and dissemination campaign, and website development and updating of project information, geared to MSMEs. In terms of outcomes, at least 30% of the participating MSMEs are expected to become interested in regularly using the simplified postal export service planned as a pilot project in Component III, and the public and private institutions involved in export facilitation using the proposed

model, which were identified in the assessments conducted by experts in Brazil, are expected to express interest in continuing with the Component II activities.

- 3.3 **Component II: Assessment and simplification of the MSME export process** (MIF US\$411,532, local contribution US\$480,528). The objective is to meet the need to streamline and reduce the cost of the current procedure for small-order, low-volume exports, by facilitating MSME access to foreign trade. Through the formation of an inter-agency working group, any areas in regulatory frameworks in the selected countries as well as recommendations and preliminary activities that must be carried out by the various institutions. National regulatory frameworks will be adapted to establish a framework that facilitates simplified exports, which will benefit the MSMEs.
- 3.4 The project thus seeks: (i) to provide a specific treatment (regulation, procedures, formalities) for small-order MSME exports; and (ii) reduce costs, streamline formalities and/or shorten export times for each entity involved in the export process. To achieve this aim, the Brazilian Ministry of Communications will assist with the project, making available a team of experts specializing in trade and exports¹⁰. The same team that implemented the “Exporta Fácil” model and service in that country. Next, an inter-agency working group will be formed in each country, an assessment will identify areas in national regulatory frameworks in need of reform, and a list of recommendations is presented on proposed reforms in each country, as well as their implementation in the case of Peru and Uruguay. A National Technical Liaison will be hired in Ecuador to help implement these activities in those countries. As noted in paragraph 2.7, an assessment will be performed in the case of Ecuador that will include recommendations and proposed actions.
- 3.5 **Component III: Implementation of a new service in the public postal operator, based on a simplified postal export system** (MIF US\$393,776, local contribution US\$546,546). The objective is to implement a service that uses the simplified postal export system. Project activities will target regions, sectors/products, and principal destinations in terms of export potential and to which the simplified model will apply. Public postal operators in Peru and Uruguay will introduce the service. Existing postal infrastructure in each country will be used, especially for penetration and capillarity, as will existing logistical channels. To accomplish this aim, the following activities will be financed including: registration of the “*Exporta Fácil*” trademark in each country; pilot implementation of the new service in selected areas, with specific products and destinations, headed by the Brazilian Postal Service team (at least three postal operator offices in each country); internships to learn about the “*Exporta Fácil*” service in Brazil; a trial run, launch and promotion of the pilot system in each country; technical assistance to exporting companies; feasibility studies on the development of related services to expand

¹⁰ In 2001, Exporta Fácil recorded 6,745 commercial shipments to other countries and in 2006, 21,148 shipments were made through this service. Source: www.mc.gov.br.

- project coverage (additional insurance, shipment by sea, packaging, and payment systems).
- 3.6 By the end of the project, each country is expected to have 15 post offices operating the model, with 500 exporters sending 1,400 shipments to approximately 20 destinations, with an FOB export value of approximately US\$2 million and a simplified declaration Customs rejection rate of less than 5%.
- 3.7 **Component IV: Regional Coordination** (MIF US\$136,768, local contribution US\$14,468). The objective is to strengthen regional coordination with other IIRSA member countries, standardize the system in these countries, and coordinate with other programs and project-related entities, such as the postal operators in destination countries, and lastly to encourage the participation of the remaining IIRSA countries in the project, in an effort to expand and replicate the model. In terms of outcomes, in importing countries customs rejections of postal shipments from participating countries are not expected to exceed 10%, compared to rejections of shipments from nonparticipating countries (IIRSA and non-IIRSA), at least two projects related to the present proposal will be incorporated into the IIRSA portfolio (e.g., e-commerce, financial remittances, etc.), and at least one other IIRSA country will join the pilot project.
- 3.8 The activities to be financed are: regional coordination meetings and harmonization of procedures and information systems; internships for postal service and customs specialists from two main countries targeted, trained in the simplified export systems the project is promoting to facilitate access to the service in those countries¹¹; participation in specific IIRSA meetings, to disseminate best practices and lessons to other countries; development of regional technical proposals on related and complementary projects to optimize the export process with this project (e.g., customs, e-commerce, postal remittances/money orders, payments and collections network, etc.); and presentation of the project by the UPAEP and Brazil at the Customs Directors' regional meeting.

IV. COST AND FINANCING OF THE PROJECT

- 4.1 The total cost is US\$2,824,508; MIF would contribute US\$1,590,138 (55.7%) in nonreimbursable funding, and the local counterpart would be US\$1,234,370 (44.3%), of which 50% would be in cash.

¹¹ Favorable responses have been obtained from public operators in Spain and the United States.

| Components | MIF | Local | Total |
|---------------------------|------------------|------------------|------------------|
| Component 1 | 94,500 | 81,360 | 175,860 |
| Component 2 | 411,532 | 480,528 | 892,060 |
| Component 3 | 393,776 | 546,546 | 940,322 |
| Component 4 | 136,768 | 14,468 | 151,236 |
| Administration | 362,160 | 21,000 | 383,160 |
| Logistics | 16,192 | 90,468 | 106,660 |
| SUBTOTAL | 1,414,928 | 1,234,370 | 2,649,298 |
| Contingencies 3% | 42,448 | - | 42,448 |
| Baseline and evaluations | 70,000 | | 70,000 |
| Audits 4 | 25,000 | | 25,000 |
| TOTAL | 1,552,376 | 1,234,370 | 2,786,746 |
| Cluster activities | 30,000 | | 30,000 |
| Ex post evaluation (0.5%) | 7,762 | | 7,762 |
| GRAND TOTAL | 1,590,138 | 1,234,370 | 2,824,508 |
| Percentage | 55.7% | 44.3% | |

- 4.2 The **sustainability** of the project will be based primarily on: (i) the postal service fees charged by the public postal operator, generating direct income from MSME use of the system; (ii) customs export duties and tariffs charged for use of the system; and (iii) higher MSME export volume, generating more revenue. Based on the above, the model is expected to achieve financial sustainability¹² within one year after project completion. The project includes a **Sustainability Workshop** that will be attended by representatives of the Bank and the executing agency one year before the project is completed, to explore possibilities of independently continuing with the activities after the MIF support has ended.

V. EXECUTING AGENCY AND EXECUTION MECHANISM

- 5.1 The **executing agency** will be the Postal Union of the Americas, Spain and Portugal (UPAEP), headquartered in Montevideo, Uruguay. The UPAEP is a non-profit organization created in the year 1911 whose objectives are to improve, develop, and modernize the postal services of member countries, to coordinate the regulation and orientation of postal activities, in order to guarantee quality postal services and encourage collective commercial action and homogeneous products. The UPAEP has 27 member countries, and maintains close contacts with the Universal Postal Union. The MIF preliminary institutional assessment found that the organization has a clearly defined accounting system and sound administrative

¹² Financial sustainability is understood to mean the following: $SUSTAINABILITY = (Revenues\ from\ Services - Direct\ Costs\ of\ Services - Operating\ Expenses) \geq 0$.

- procedures, and has the physical, technical, and technological infrastructure, the human resources and budget, and a network of contacts across the region.
- 5.2 The **Project Coordinating Unit (PCU)** will operate in the UPAEP and will consist of a Regional Project Coordinator, financed with MIF funds, and an Accounting-Financial Administrator. The UPAEP, in coordination with the *Leading National Institutions* of Uruguay and Peru, will hire two National Coordinators (one for Peru and in the case of Uruguay, the Regional Coordinator will act as the National Coordinator), whose functions will be to manage procurement and ensure proper implementation of activities. The functions of the UPAEP and the Terms of Reference for members of the PCU and National Coordinators are described in the Operating Regulations. Also, a **Steering Committee** will be set up, with equitable and proportional representation, as follows: one representative and one alternate from the UPAEP, one representative of Correios de Brazil as the country transferring the technology and lending technical assistance, and a representative from each of the four **Leading National Institutions**¹³. The Committee will function as the decision-making body, with a single voice assumed by the UPAEP representative, who will chair the committee. Immediately after it is formed, the committee will prepare an internal operations manual in order to fulfill its objectives and perform its functions of ensuring smooth operation of the project.
- 5.3 An **Advisory Council** will be set up with representatives of UPAEP and the four leading national institutions, as well as one representative from each institution of recognized standing and expertise, namely: (i) representatives of the national institutions for customs, foreign trade and postal services, and one organization representing MSMEs¹⁴; (ii) IIRSA Technical Coordination Committee; and (iii) others, to be determined¹⁵.
- 5.4 **Execution and disbursement periods:** The execution period will be 42 months and the disbursement period 48 months (see Technical Document XVI: Execution Timetable over 48 months).
- 5.5 **Project readiness:** The project has been agreed on in terms of its objectives, components, and activities. The executing agency has sent a letter with a commitment to contribute the counterpart funding, and letters of commitment have

¹³ In Uruguay, the Leading National Institution is the Administración Nacional de Correos [National Postal Service]; in Peru, it is the Ministry of Transportation and Communications; and in Ecuador, the Ministry of Industry and Competitiveness. In the other countries, they will be identified when their participation is confirmed.

¹⁴ See Technical Document V. Peru has PROMPEX, MINCETUR, CNC, APCI, MRE, MEF, SERPOST, SUNAT and PROMPYME. Uruguay has the MEF, DINAPYME, DNA. Ecuador has the Office of the Vice President of the Republic, Correos del Ecuador [Postal Service], MOP, SRI, MICIYP, CNRPC, CAN, FEDEXPOR, CORPEI. The institutions in other countries will be identified during the execution of the project.

¹⁵ The functions of the PCU, the Steering Committee, and the Advisory Council are described in the Operating Regulations.

been received from the participating institutions in each country.¹⁶ In addition, the Operating Regulations have been drafted and the Terms of Reference approved for the principal consulting services.

- 5.6 **Procurement of goods and services.** The UPAEP, through the PCU, will carry out all procurement of goods and services envisaged for the project, in accordance with a semiannual procurement plan previously approved by the Bank. Procurement will be carried out in accordance with the Policies for the Procurement of Works and Goods Financed by the Bank (GN-2349-7), the Policies for the Selection and Contracting of Consultants financed by the Bank (GN-2350-7), and the MIF guidelines of 8 August 2006. The project team, together with the COF/CUR Procurement Specialist, assessed the UPAEP's procurement capacity as an executing agency (Technical Document XVII). Based on this evaluation, it was decided that during year one the first three procurement transactions and all procurement deemed critical in the Operating Regulations will be subject to prior review, with all remaining procurement subject to post review.
- 5.7 In addition, at the end of year one, a second risk assessment will be performed to determine whether the UPAEP would be able to continue implementing the project using its own procurement procedures, which as specified in the Bank's policies must comply with market practices and be acceptable to the Bank, provided they result in competitive market prices for the goods and services and are also adapted to project requirements. Based on the findings of the subsequent risk assessment, the Bank will decide which supervision method is most appropriate.
- 5.8 **Disbursements by results.** As part of the project, a revolving fund for up to the equivalent of 10% of the MIF funding will be set up. The funding will be disbursed once the conditions precedent to the first disbursement have been fulfilled. Activities will be programmed according to an AWP, as provided in the Operating Regulations and also based on the Performance Matrix. Project disbursements will be subject to the accomplishment of key indicators specified in the AWP and set down in the Operating Regulations.¹⁷ Accomplishment of the indicators will be verified in the executing agency's reports and by means of operational audits performed during technical visits.

¹⁶ The counterpart will be provided mainly under the agreement the UPAEP signed with the Brazilian Ministry of Communications. In addition, the Uruguayan and Peruvian postal services have committed to significant amounts of counterpart funding, particularly in Component 3. Lastly, the UPAEP has sent a letter of commitment for counterpart funding, showing in Excel format attached, the source and application of funds for which the organization itself is responsible, as well as the institutions in other countries where the project will be executed.

¹⁷ These triggers were tentatively established during the design of the operation (Document XIV) and will be gradually adjusted and clarified in the AWP during project execution, and must be specified in the Operating Regulations.

VI. MONITORING AND EVALUATION

- 6.1 **Supervision and monitoring.** The Bank's Country Office in Uruguay will be responsible for project supervision and monitoring. A **Closing Workshop** will be scheduled at the end of the project, to evaluate the outcomes and the actions required to increase the project's impact.
- 6.2 **Evaluation.** The UPAEP, acting with IDB/MIF's concurrence, must hire a consulting firm within three months after startup of the operation, to design the monitoring and evaluation system and construct the baseline. The evaluation system will be based on the logical framework, using a total quality approach, that can assess the following factors: (i) relevance of the project objectives and whether they are still valid and the extent to which they have been achieved; (ii) quality of the services offered; (iii) the sustainability of the project (in technical, economic-financial, social and institutional terms), once the MIF contribution has ended; (iv) possibility of expanding or replicating the experience, and (v) impact achieved. The project includes two evaluations that will be performed by an individual specialized consulting firm, to be selected and hired directly by the Bank. The first evaluation will be commissioned when 50% of the financing has been disbursed, or 24 months after the first disbursement, whichever occurs first, as deemed appropriate by the Bank. The final evaluation will take place when 90% of the financing has been disbursed, or three months before the deadline for the last disbursement, whichever occurs first.
- 6.3 **Accounting and audits:** The executing agency must present the audited annual financial statements, which will be financed by the MIF.

VII. PROJECT BENEFITS AND RISKS

- 7.1 **Benefits:** (i) There will be a simplified postal export model that permits access to export markets for 100 new exporters per country per year on average and 400 regular exporters per country per year on average, for a total of 4,000 MSMEs; (ii) there will be a total of 15 new export processing access points in countries where the Exporta Fácil service is available; (iii) there is expected to be at least a 20% reduction in the number of export procedures and/or export times compared to the baseline; and (iv) total participating MSME export sales are expected to increase by at least 20% compared to the baseline.
- 7.2 **Risks:** (i) There is a possibility that insufficient importance has been given to the difficulty and complexity of export formalities and requirements under current national export rules and regulations. This limitation will be systematically addressed in Component I by inviting, sensitizing, and training the various project stakeholders in the public and private sectors. (ii) There is also a possibility that the system is not very reliable, if the national postal service is weak and the product does not come up to expectations. To offset this risk, the project envisages two measures: (a) beginning the project with a trial run, so that any system failings can

be largely ironed out and the product launched once an acceptable level of reliability is attained, and (b) offering related services, such as additional insurance, which although not eliminating the problems of potential losses and damages entirely, gives greater assurances of delivery or compensation in the event of loss. (iii) Lastly, there is the possibility that shipments may be rejected in the destination countries. To minimize this risk, Component IV includes efforts to work with destination countries through different channels, such as local internships, etc.

VIII. SOCIAL AND ENVIRONMENTAL IMPACT

- 8.1 Based on CESI's recommendations, the executing agency and the leading national institutions, including customs, will ensure that the exports shipped through the proposed export model do not violate multilateral CITES treaties that have been ratified, or any cultural heritage. This is reflected in paragraph 1.9 of the Operating Regulations.

LOGICAL FRAMEWORK

IIRSA PROJECT: PILOT IMPLEMENTATION OF A SIMPLIFIED POSTAL EXPORT SYSTEM (RG-M1094)

| Objectives | Indicators | Means of Verification | Assumptions |
|--|---|--|---|
| Goal | | | |
| Contribute to MSME competitiveness in IIRSA member countries in order to integrate them into regional and international markets. | <p>Five years after project completion, with respect to the baseline:</p> <ul style="list-style-type: none"> The number of MSMES that export is up by 20%. MSME export volume is up. The number of MSME exports is up. The number of MSME export markets is up. | <ul style="list-style-type: none"> Baseline. MSME and foreign trade statistics. Ex post evaluation and impact assessment Secondary sources on foreign trade. | <ul style="list-style-type: none"> Macroeconomic, political, and institutional conditions are conducive to foreign trade and MSME competitiveness. |
| Purpose | | | |
| To replicate in each country as part of the IIRSA initiative a simplified MSME postal export system based on the Brazilian experience that is adapted to local conditions. | <p>Peru and Uruguay 24 months into project:</p> <ul style="list-style-type: none"> Simplified postal export model implemented, permitting growing numbers of MSMEs to access export markets. Six new export formality access points created in each country. The total value of participating MSME exports increases by 10%. | <ul style="list-style-type: none"> Baseline and indicator monitoring system. Semiannual progress report and final report submitted by the Coordinating Unit. Postal service and foreign trade statistics (in each country). Surveys of enterprises served. Midterm and final evaluations. Project Completion Report (PCR). Project Performance Monitoring Reports (PPMR). | <ul style="list-style-type: none"> The public and private sectors continue to support the project, and progress is made in regulatory changes. |

| Objectives | Indicators | Means of Verification | Assumptions |
|------------|---|-----------------------|-------------|
| | <p>By project completion:</p> <ul style="list-style-type: none"> • Simplified postal export model designed to allow access to export markets for 100 new exporters per country per year on average and 400 regular exporters per country per year on average. • A total of 15 export formality access points created in each country. • Export times and/or formalities reduced by at least 20% with respect to the baseline. • The total value of participating MSME exports is up by at least 20% with respect to the baseline. <p>Ecuador and other countries:</p> <p>24 months into project:</p> <ul style="list-style-type: none"> • Inter-institutional working group set up and functioning, and meeting monthly. <p>Upon project completion:</p> <ul style="list-style-type: none"> • Simplified postal export model designed to allow growing numbers of MSMEs to access export markets. | | |

| Objectives | Indicators | Means of Verification | Assumptions |
|--|---|---|--|
| Components | | | |
| Component I: Awareness-building among the public and private sectors involved in the model. (Ecuador, Peru and Uruguay) | 24 months into project: <ul style="list-style-type: none"> At least 30% of participating MSMEs are interested in regular use of simplified postal export services. The public and private institutions involved in export facilitation under the proposed model that were identified in assessments by Brazilian specialists, express interest in continuing with Component II activities. | <ul style="list-style-type: none"> Baseline and indicator monitoring system. Semiannual progress report and final report submitted by the Coordinating Unit. Project Performance Monitoring Reports (PPMR) Midterm and final evaluations. Project Completion Report (PCR). Inspection visits by the Country Office specialist. Surveys and interviews. | <ul style="list-style-type: none"> The public and private institutions involved do not perceive any incentive in proceeding with the required changes. |
| Component II: Assessment and simplification of the MSME export process. (Peru and Uruguay, full participation; Ecuador and other countries, partial participation) | Peru and Uruguay: <ul style="list-style-type: none"> 24 months into project: Specific treatment (regulation, procedures, formalities) for MSME small order exports. Fewer export formalities and/or shorter export times for each enterprise involved in the export process. Ecuador and other countries: 12 months into project: <ul style="list-style-type: none"> There is an assessment and recommendations on implementing specific treatment (regulation, procedures, formalities) for small-order MSME exports. | <ul style="list-style-type: none"> Semiannual progress report and final report submitted by the Coordinating Unit. Project Performance Monitoring Reports (PPMR) Midterm and final evaluations conducted by outside consultants. Project Completion Report (PCR). Inspection visits by the Country Office specialist. Surveys and interviews | <ul style="list-style-type: none"> Recommendations made in assessment are feasible from a technical, legal, and economic standpoint within the project execution periods. |

| Objectives | Indicators | Means of Verification | Assumptions |
|---|--|---|--|
| <p>Component III:</p> <p>Introduction of a new service by the public postal operator, based on the simplified postal export system. (Peru and Uruguay, full participation)</p> | <p>30 months into project:</p> <p>Peru, Uruguay for the total in each country:</p> <ul style="list-style-type: none"> • Number of offices operating: 3 • Number of shipments: 300 • FOB Value: US\$300,000 • Number of exporters: 150 • Number of destinations: Four countries. • Product variety: Four groups of products. • 30% of simplified export declarations rejected by Customs. • 10% of shipments where the exporter takes out insurance. <p>By project completion:</p> <ul style="list-style-type: none"> • Number of offices operating: 15 • Number of shipments: 1,400 • FOB Value: US\$2 million • Number of exporters: 500 • Number of destinations: 20 countries • 5% of simplified export declarations rejected by Customs. | <ul style="list-style-type: none"> • Semiannual progress report and final report submitted by the Coordinating Unit. • Project Performance Monitoring Reports (PPMR) • Midterm and final evaluations. • Project Completion Report (PCR). • Inspection visits by the Country Office specialist. | <ul style="list-style-type: none"> • The MSMEs continue to be interested in participating in foreign trade. |

| Objectives | Indicators | Means of Verification | Assumptions |
|--|---|---|---|
| Component IV: Regional coordination (Ecuador, Peru, and Uruguay) | By project completion: <ul style="list-style-type: none"> 10% of postal shipments from participating countries are rejected by importing countries, compared to rejections from non-participating countries (IIRSA and non-IIRSA). Two related projects added to IIRSA portfolio (e-trade, money orders, financial remittances, etc.). Starting in year 4, at least one other country is added to the project. | <ul style="list-style-type: none"> Semiannual progress report and final report submitted by the Coordinating Unit. Project Performance Monitoring Reports (PPMR) Midterm and final evaluations. Project Completion Report (PCR). Inspection visits by the Country Office specialist. List of participants at workshops and coordination meetings. | <ul style="list-style-type: none"> The IIRSA initiative continues to be a relevant issue on regional infrastructure and logistics integration policy agenda. |
| Activities | | | |
| Component I: Awareness-building among public and private sectors involved in the model | Total: US\$175,860 MIF: US\$94,500 Counterpart: US\$81,360 | | |
| 1.1 Seminar to launch project for awareness-raising purposes (one per country). 1.2 Local seminars in each country. 1.3 Startup of web site with information on project issues. 1.4 Coordination workshops with other projects and initiatives related to MSME competitiveness and foreign trade. | 1.1 One launch seminar conducted by month four. 1.2 Three workshops by month six. 1.3 Website operating by month six. 1.4 Three workshops by month 12. | <ul style="list-style-type: none"> Progress reports and final report Midterm and final evaluation reports Database Informational documents available and distributed Reports on Evaluation report per event/ Annual report and evaluation | The stakeholders involved participate and furnish information on time and in the appropriate manner. Local qualified experts are available. |
| Component II: Implementation of a simplified MSME export system. | Total: US\$892,060 MIF: US\$411,532 Counterpart: US\$480,528 | | |
| 2.1 Formation of inter-institutional working group 2.2 Identification of needs and recommendations on reforms | 2.1 Four months into project. 2.2 Nine months into project. | <ul style="list-style-type: none"> Technical reports produced Minutes of the Inter-institutional working group | The stakeholders involved participate and furnish information on time and in the appropriate manner. |

| Objectives | Indicators | Means of Verification | Assumptions |
|--|---|---|--|
| 2.3 Implementation of reforms | 2.3 18 months into project. | <ul style="list-style-type: none"> Annual report and evaluation Consulting reports Technical reports produced Progress reports and final report Midterm and final evaluation | Local qualified experts are available. |
| Component III: Introduction of a new service by public postal operator based on the simplified export system (for postal shipments). | Total: US\$ 940,322 MIF: US\$ 393,776 Counterpart: US\$ 546,546 | | |
| 3.1 Registration of trade mark 3.2 Technical assistance for pilot implementation plan 3.3 Implementation of pilot: internships in <i>exporta fácil</i> , training, adaptation of software, processes, packaging, call center, internal organization, provision of equipment, graphic design, etc. 3.4 Startup of operations (trial run) 3.5 Seminar to launch pilot system in each country. 3.6 Launch of campaign to promote and disseminate the system. 3.7 Related services: Feasibility study on export insurance for postal shipments 3.8 Proposals on training, partnership-building, technical assistance for enterprises that export, through other institutions. | 3.1 Twelve months into project. 3.2 Fifteen months into project. 3.3 Twenty months into project. 3.4 30 months into project, there are initially three offices in each country. By month 42 there are fifteen offices operating in each country. 3.5 24 months into project. 3.6 24 months into project. 3.7 15 months into project. 3.8 20 months into project. | <ul style="list-style-type: none"> Technical reports produced Registration of trade mark Consulting reports Annual report and evaluation Technical reports produced Progress reports and final report Midterm and final evaluation | The stakeholders involved participate and furnish information on time and in the appropriate manner. Local qualified experts are available. |

| Objectives | Indicators | Means of Verification | Assumptions |
|---|---|---|---|
| <p>3.9 Related services: Feasibility study on postal export packaging</p> <p>3.10 Related services: Feasibility study on payment systems for exports through postal services.</p> <p>3.11 Related services: Study on shipments by sea.</p> <p>3.12 Workshops on effective coordination with other MSME-related projects.</p> | <p>3.9 15 months into project</p> <p>3.10 30 months into project.</p> <p>3.11 30 months into project.</p> <p>3.12 24 months into project, two workshops by month. Six workshops by month 42.</p> | | |
| Component IV: Regional coordination. | <p>Total: US\$151,236</p> <p>MIF: US\$136,768</p> <p>Counterpart: US\$14,468</p> | | |
| <p>4.1 Meetings on regional coordination and harmonization of procedures and information systems.</p> <p>4.2 Video / teleconferences between supervisory level specialists to discuss issues related to project implementation.</p> <p>4.3 Internships for postal service and customs specialists from two countries with priority destinations, trained in <i>exporta fácil</i> for recognition of and familiarity with the service in those countries.</p> <p>4.4 Participation at IIRSA meetings for dissemination of best practices and lessons to other countries.</p> | <p>4.1 One meeting 12 months into project. Two meetings by month 18. Three meetings by month 36.</p> <p>4.2 One 12 months into project. Two by month 18. Three by month 24. Four by month 36.</p> <p>4.3 36 months into project.</p> <p>4.4 24 months into project.</p> | <ul style="list-style-type: none"> • Technical reports produced • Services approved • Meeting minutes • Annual report and evaluation • Records of courses/seminars • Internship reports • Video/teleconference proceedings • Minutes of IIRSA meeting • Technical reports produced • Progress reports and final report • Midterm and final evaluation • Reports on regional technical proposals | <p>The stakeholders involved participate and furnish information on time and in the appropriate manner.</p> <p>Local qualified experts are available.</p> |

| Objectives | Indicators | Means of Verification | Assumptions |
|--|--|--|-------------|
| <p>4.5 Develop regional technical proposals on related and supplementary projects to optimize the export process with this project (e.g., Customs, e-commerce, postal remittances (money orders, collection and payment system, etc.)</p> <p>4.6 An information system for MSMEs in all countries, with shared information on issues related to destination markets, demand, suppliers, tax classification, nomenclature, and Naladi/NCCA concordance – harmonized system, rates, administrative treatments, international agreements, exchange rates, cost schedule, legislation on imports from member countries, etc.</p> <p>4.7 Strategic partnership with the regional Internet sales broker.</p> <p>4.8 Presentation of the project by UPAEP at regional meeting of Customs Directors.</p> | <p>4.5 Five regional technical proposals on related projects submitted, to be added to the IIRSA portfolio by month 36.</p> <p>4.6 System operating 30 months into project.</p> <p>4.7 Partnership finalized 36 months into project.</p> <p>4.8 One presentation 12 months into project. Two by month 24. Three by month 36.</p> | <ul style="list-style-type: none"> • Documents on design of the information system • Reports on use of the information system • Strategic partnership document and proceedings of meetings with regional sales brokers. • UPAEP presentation to customs directors in the region. | |

**IIRSA PROJECT: PILOT IMPLEMENTATION OF A SIMPLIFIED POSTAL EXPORT SYSTEM
(RG-M1094)**

| Components | MIF | Local | Total |
|---|------------------|------------------|------------------|
| Component 1 | 94,500 | 81,360 | 175,860 |
| Component 2 | 411,532 | 480,528 | 892,060 |
| Component 3 | 393,776 | 546,546 | 940,322 |
| Component 4 | 136,768 | 14,468 | 151,236 |
| Administration | 362,160 | 21,000 | 383,160 |
| Logistics | 16,192 | 90,468 | 106,660 |
| Subtotal | 1,414,928 | 1,234,370 | 2,649,298 |
| Contingencies 3% | 42,448 | - | 42,448 |
| Baseline and midterm and final evaluations | 70,000 | | 70,000 |
| Audits (4) | 25,000 | | 25,000 |
| Total | 1,552,376 | 1,234,370 | 2,786,746 |
| Cluster activities | 30,000 | | 30,000 |
| Ex post evaluation (0.5%) | 7,762 | | 7,762 |
| Grand total | 1,590,138 | 1,234,370 | 2,824,508 |
| Percentage (excluding cluster activities and ex post evaluation) | 55.7% | 44.3% | |

FACILITATION OF INTERNACIONAL TRADE AND INVESTMENT - CLUSTER PROJECTS

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|-------------------------------------|--|---|-------------------------|--|
| ATN/MT-7080-RG 11 July 2000 | Implementation of Customs-Related Measures to Facilitate Business Inter-American Center of Tax Administration (CIAT) US\$3,000,000 MIF contribution | 25 September 2000 60 months | 100% | Project completed satisfactorily. |
| ATN/MT-7123-RG 1 September 2000 | Harmonization of Investment Regimes in Caricom Caribbean Community (CARICOM) US\$410,000 MIF contribution | 27 October 2000 47 months | 100% | Project completed satisfactorily. |
| ATN/MT-7957-RG 24 July 2002 | Support of Agricultural Trade through the Harmonized Regional Application of Sanitary and Phytosanitary Measures International Regional Organization for Plant and Animal Health (OIRSA) US\$1,510,000 MIF contribution | 22 October 2002 48 months | 100% | Project completed satisfactorily. |
| ATN/MT-8026-RG 25 September 2002 | Modernization of Customs and Border Crossings Secretariat of the General Treaty on Central American Economic Integration US\$2,015,000 MIF contribution | 22 August 2003 36 months | 23.51% | Except for delays with the CABEI counterpart, project is proceeding according to schedule and as specified in logical framework. |

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|-------------------------------------|---|---|-------------------------|--|
| ATN/MT-8225-RG 19 February 2003 | Overcoming Technical Barriers to Trade through Strengthening Accreditation Systems Mexican Accreditation Entity US\$495,000 MIF contribution | 22 May 2003 30 months | 66.28% | The project is in final phase of completion, during which actions left pending that could not be carried out because consultants could not be found, institutions in participating countries proceeded slowly, and the previous coordinating agency put little effort into getting the program under way. Changing the coordinating agency made it possible to move ahead with activities left pending, and significant progress has now been made, making it possible to attain most of the objectives based on each country's possibilities. Accordingly, implementation is proceeding satisfactorily. |
| ATN/ME-8352-AR 25 June 2003 | System for Facilitating International Market Access by Small and Medium Rural Producers Fortalecer Foundation US\$1,500,000 MIF contribution | 15 September 2003 42 months | 68.64% | Project has a satisfactory classification. There have been no substantive changes to the assumptions that could adversely affect attainment of the project objectives. |
| ATN/ME-8533-RG 3 December 2003 | Market Access and Integration through Technical Standards Colombian Institute of Technical Norms and Accreditation US\$2,790,940 MIF contribution | 8 June 2004 42 months | 25.29% | Project has a satisfactory classification. The contract was signed last 15 June and was eligible for disbursement in September 2004. The program has now been preparing the activities that would make it possible to achieve the proposed targets by the deadline envisaged. All of the assumptions continue to be highly probable. |
| ATN/ME-8532-RG 3 December 2003 | Market Access and Integration Through Technical Standardization Uruguayan Institute of Technical Norms (UNIT) US\$2,498,120 MIF contribution | 7 July 2004 54 months | 41.13% | Project is classified as satisfactory. The program is just getting under way and the involvement of all subexecuting agencies looks promising. Conditions precedent were fulfilled in 5 months, which is satisfactory, considering it is a regional program involving 4 countries. |

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|-------------------------------------|---|---|-------------------------|---|
| ATN/ME-8530-EC 3 December 2003 | Mitigate market access barriers under the Andean Trade Act Export and Investment Promotion Corporation (CORPEI) US\$1,323,492 MIF contribution | 2 April 2004 36 months | 20.59% | Project is classified as satisfactory. The phytosanitary controls aspects are known, and the means of enforcing them have been established and can be applied under the guidance of the participating institutions. Continuing with the interagency agreements reached, and the participation of SESA and CORPEI in such agreements and their enforcement with the help of APHIS, go a long way to ensuring their possible application to the program and the accomplishment of the goals and objectives. |
| ATN/MT-8694-RG 28 April 2004 | Strengthening the Private Sector's Role in the Caribbean Community's External Trade Negotiations Caribbean Community US\$1,060,500 MIF contribution | 1 July 2004 42 months | 37.22% | Project is classified as satisfactory. The CRNM has initiated activities to fulfill the conditions precedent to the first disbursement. |
| ATN/ME-8950-UR 17 November 2004 | Positioning of agricultural producer groups in export markets Asociación Empretec del Uruguay US\$890,000 MIF contribution | 21 December 2004 42 months | 30.35% | Project is classified as generally satisfactory. Twenty-two groups have been formed with 1,200 producers, with expectations that at least 20 groups and 1,000 producers complete the program. |
| ATN/ME-8974-CH 1 December 2004 | Helping SMEXs to capitalize on trade agreements ProChile del Min. de Relaciones Exteriores y Cámara de Comercio de Santiago (CCS) US\$2,075,000 MIF contribution | 9 May 2005 42 months | 10% | The program is proceeding normally. In terms of implementation, the program launch events have been held, and SME have shown considerable interest in participating in the program. The experts are expected to be hired in the first quarter of 2006 to provide advisory assistance to the first group of companies that will be targeted. |

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|-------------------------------------|--|---|-------------------------|---|
| ATN/ME-8976-RG 1 December 2004 | SME competitiveness through tech standardization in C/A, DR & PN Instituto de Normas Técnicas de Costa Rica (INTECO) US\$2,521,684 MIF contribution | 21 March 2005 42 months | 3.23% | The executing agency was unable to fulfill the Component 1 activities planned for year one because of problems in getting the contract signed with the beneficiary countries. This delay impacted the deadlines for other program components. The consulting work in substantive program issues has not yet started (identifying demand and preparing standards). Verbal commitments have been secured from the ONN in Guatemala and El Salvador to arrange for their inclusion. The midterm evaluation will assess the likelihood of completing the activities by the present implementation deadline. |
| ATN/ME-8990-RG 8 December 2004 | Strengthening market access for SMEs in Caribbean agri-food industry Caribbean Agribusiness Association (CABA) US\$2,648,772 MIF contribution | 13 January 2005 42 months | 100% | Although there was a yellow flag owing to delays in start up, the project was completed satisfactorily. |
| ATN/ME-8991-RG 8 December 2004 | Promoting SME competitiveness through technical standards CARICOM Regional Organization for Standards and Quality (CROSQ) US\$1,276,635 MIF contribution | 1 June 2005 42 months | 14.61% | Project is classified as generally satisfactory although this may be premature since most of the activities of the first component have not yet begun. |

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|---|---|--|-------------------------|---|
| ATN/ME-9271-EC 30 June 2005 | Cooperative SME operations in the floriculture value chain Asociación Nacional de Productores y/o Exportadores de Flores del Ecuador - Expoflores \$1,643,628 MIF contribution | 24 October 2005 42 months | 10.19% | Project is classified as satisfactory, since there have been efforts to work with the executing agency to fulfill the conditions precedent to the first disbursement since finalization of the design. Accordingly, it is expected to be eligible for disbursements some time in the first quarter of 2006 at the latest. |
| ATN/ME-9353-AR 10 August 2005 | SME products in East Asia Fundación CANE in cooperation with Fundación Okita \$1,550,300 MIF contribution | 24 August 2005 36 months | 21.09% | There have been no major changes to affect the assumptions. |
| ATN/ME-9564-RG (AR) ATN/ME-9565-RG (BR) ATN/ME-9566-RG (PA) ATN/ME-9567-RG (UR) 7 December 2005 | Support for international trade liberalization and integration process SRA-ICONE-ARU \$3,235,900 | 23 June 2006 2 August 2006 10 May 2006 14 March 2006 48 months | 11.65% | The executing unit is now fulfilling the conditions precedent to the first disbursement. |
| ATN/ME-9414-VE 21 September 2005 | Positioning of industrial SME groups in export markets <i>Confederación Venezolana de Industrias – CONINDUSTRIA</i> \$850,000 | 16 February 2006 36 months | 0% | The agreement was signed on 16 February 2006 and the beneficiary is in the process of fulfilling the conditions precedent. |
| ATN/MT-9833-RG 31 May 2006 | Harmonized Regional quality infrastructure for improving market access and competitiveness CROSQ \$1,392,800 | In the process of being signed | 0% | Contract is in the process of being signed |

| Project number/ date of approval | Title of project, executing agency and amount | Date of signing and original period of disbursement in months | Percentage disbursed | Comments |
|---|--|---|-------------------------|---|
| ATN/ME-M1013-RG ATN/ME-M1014-RG ATN/ME-M1015-RG ATN/ME-M1016-RG 20 September 2006 | Assistance SMEs in Central America on Technical Requirements Access to DR- CAFTA Cámara de Exportadores de Costa Rica \$3,103,000 | In the process of being signed | 0% | The contract s are in the process of being signed |
| ATN/ME-10012-DR 20 September 2006 | Opportunities & Technical Requirements for Gaining Market Access under DR-CAFTA Asociación Dominicana de Exportadores (ADOEXPO) \$ 1,151,100 | In the process of being signed | 0% | Contract is in the process of being signed. |
| ATN/ME-10052-PE 11 October 2006 | Assistance to SMEs on Technical Requirements for Gaining Market Access under TLC Asociación de Exportadores del Peru (ADEX) \$ 1,043,807 | In the process of being signed | 0% | Contract is in the process of being signed. |

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK
MULTILATERAL INVESTMENT FUND

PROPOSED RESOLUTION MID/DE-_____/07

Regional. Nonreimbursable Technical Cooperation ATN/-_____-RG
IIRSA Project: Pilot Implementation of a Simplified
Postal Export System

The Donors Committee of the Multilateral Investment Fund

RESOLVES:

1. That the President of the Inter-American Development Bank or such representative as he shall designate is authorized, in the name and on behalf of the Bank, as Administrator of the Multilateral Investment Fund, to enter into such agreements as may be necessary with the Unión Postal de las Américas, España y Portugal (UPAEP), and to take such additional measures as may be pertinent for the execution of the project proposal contained in document MIF/AT-____ with respect to technical cooperation for a pilot implementation of a simplified postal export system.
2. That up to the amount of US\$1,590,138, or its equivalent in other convertible currencies, shall be authorized for the purpose of this resolution, chargeable to the Multilateral Investment Fund.
3. That the above-mentioned sum is to be provided on a nonreimbursable basis.